



Deloitte & Touche LLP

901 East Byrd St
West Tower Suite 820
Richmond, VA 23219
USA

Tel: +1 804 697 1500
Fax: +1 804 697 1825
www.deloitte.com

October 21, 2016

Mr. Greg Searce
VITA Supply Chain Management (SCM)
Virginia Information Technology Agency (VITA)
11751 Meadowville Lane
Chester, VA 23836

Re: Request for information (RFI) 2017-14 for Server, Data Center, and Security Services

Dear Mr. Searce:

On behalf of Deloitte¹ and members of our service team for the Commonwealth of Virginia, I appreciate the opportunity to respond to this request. Based on our review of your requirements, we believe we are well-positioned to support your organization with the managed security services portion of this RFI. In order to support our response to your requirements we have drawn on our experience based on our long-standing relationship with the Commonwealth and the knowledgebase from our involvement supporting over 35 states with their cybersecurity services over the last 15 years.

We have leveraged the requested response template in order to capture our insights to the Commonwealth's provided questions, as well as highlight requested clarifications to provided documents in the RFI. We hope that these will assist VITA with making well-informed decisions regarding your strategic direction for selection of a leading information security services provider.

We look forward to the prospect of assisting VITA and the Commonwealth in this endeavor. If you would like further clarification on any aspect of our response, please do not hesitate to contact me at +1 571-471-5714 or dpowers@deloitte.com.

Sincerely,

A handwritten signature in black ink, appearing to read "DPowers", written over a light blue horizontal line.

Doug Powers
Managing Director
Deloitte & Touche LLP

¹ As used in this document, "Deloitte" means Deloitte & Touche LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.